Point Foundation
Balance Sheet
FEBRUARY 28, 1991

ASSETS

CURRENT ASSETS:	
Cash - WestAmerica Bank	1,638.38
Cash-Wells Fargo/Mill Valley	5,806.29
Petty Cash	145.77
Cash/WorkingAssetsMoneyFund	141,289.86
Cash-CCS Postal Acct	1,707.09
TOTAL CASH IN BANK	150,587.39
A/R - Distributor	34,537.81
A/R - Employee-Aetna TDA	90.00
A/R - Mailing List-Misc	7,918.63
A/R - The Well	4,031.80
A/R - Chronicle	2,200.00
A/R - Employee Kaiser	801.38
A/R - Employee	236.40
TOTAL ACCOUNTS RECEIVABLE	49,816.02
Inventory - WER	1,575.00
TOTAL INVENTORY	1,575.00
TOTAL CURRENT ASSETS	201,978.41
FIXED ASSETS:	
Furniture & Equipment	173,017.30
TOTAL FIXED ASSETS	173,017.30
Accumulated Depreciation(Cr)	-146,867.00
FIXED ASSETS (LESS DEPR.)	26,150.30
OTHER ASSETS:	
Investments: Zomeworks	30,000.10
Investments: The WELL	9,500.00
Deposits	375.00
Prepaid Taxes	1,014.87
Prepaid Expense	329.16
Suspense	353.37
TOTAL OTHER ASSETS	41,572.50
TOTAL ASSETS	269,701.21

Point Foundation
Balance Sheet
FEBRUARY 28, 1991

LIABILITIES & EQUITY

CURRENT LIABILITIES:	
A/P - Trade	3,417.06
A/P - Miscellaneous	6,135.64
A/P - Chronicle	385.00
Contracts Payable - Current	4,054.40
Taxes Payable - Other	450.00
Sub Advances - Current	581,274.70
TOTAL CURRENT LIABILITIES	595,716.80
LONG TERM LIABILITIES:	
Contract Payable - Long Term	6,072.96
NWEC/Random House L-TPayable	4,520.62
TOTAL LONG TERM LIABILITIES	10,593.58
TOTAL LIABILITIES	606,310.38
Fund Surplus Beginning	-352,709.63
INCREASE/(DECREASE) IN FUND	16,100.46
TOTAL LIABILITIES & EQUITY	269,701.21

Point Foundation
Income Statement
1 Month(s) Ended
FEBRUARY 28, 1991

	Current Period Amount	%	Year To Date Amount	%
INCOME STATEMENT				
SALES & ROYALTY INCOME:				
Sales - Subscriptions	19,446.84	46.77	71,616.54	64.83
Sales - Back Issues	1,706.05	4.10	3,472.85	3.14
Sales - Mailing List	1,057.90	2.54	1,057.90	0.96
Sales - Direct Distribution	5,259.97	12.65	11,672.97	10.57
Sales - Warner (natl news)	8,302.32	19.97	8,302.32	7.52
Sales - Postcards	226.19	0.54	318.57	0.29
Book Sales:	1,860.72	4.47	5,028.05	4.55
Royalty Income:	104.17	0.25	104.17	0.09
INCOME SUBTOTAL	37,964.16	91.30	101,573.37	91.95
OTHER INCOME:				
Chronicle Income	2,200.00	5.29	4,950.00	4.48
Unclassifieds	513.00	1.23	1,611.75	1.46
Contributions	156.81	0.38	603.81	0.55
Interest Income	748.51	1.80	1,721.96	1.56
TOTAL OTHER INCOME	3,618.32	8.70	8,887.52	8.05
TOTAL REVENUE	41,582.48	100.00	110,460.89	100.00
COST OF SALES:				
Circulation Pay:	-2,046.39	-4.92	-3,965.28	-3.59
Sub Fulfillment	-8,376.16	-20.14	-10,865.01	-9.84
Circulation Promo:	-1,699.94	-4.09	-3,926.95	-3.56
Credit Card Discount	-12.25	-0.03	-299.82	-0.27
Natl Newsstand (Warner)	-1,132.62	-2.72	-1,132.62	-1.03
Mailing List Fulfill	-54.76	-0.13	-438.50	-0.40
Editorial Pay:	-5,402.39	-12.99	-11,474.45	-10.39
Writers/Contributors	-5,770.00	-13.88	-6,620.00	-5.99
Misc Edit Expenses	-224.37	-0.54	-310.43	-0.28
Pre-Press	-81.75	-0.20	-500.25	-0.45
Research Pay:	-459.00	-1.10	-1,147.51	-1.04
Research Expense	-27.00	-0.06	-124.00	-0.11
Production Pay:	-1,004.07	-2.41	-8,466.02	-7.66
Outside Production Work	0.00	0.00	-580.90	-0.53
Production Supplies	-448.22	-1.08	-846.75	-0.77
Restoration Book Project:	-3,666.72	-8.82	-4,664.42	-4.22
Purchases - Books:	0.00	0.00	-170.73	-0.15
Fulfillment - Books:	-1,024.22	-2.46	-1,024.22	-0.93
Book promo: salaries	-51.00	-0.12	-133.88	-0.12
Chronicle Expenses	-2,168.78	-5.22	-4,463.78	-4.04
TOTAL COST OF SALES	33,649.64	80.92	61,155.52	55.36
GROSS MARGIN	7,932.84	19.08	49,305.37	44.64
GENERAL & ADMINIST. EXPENSE:				
Office Pay:	-2,212.14	-5.32	-5,221.15	-4.73
Pub/Administrative Pay:	-1,783.38	-4.29	-4,147.89	-3.76
Executive Director Salary	-2,916.66	-7.01	-5,833.32	-5.28
Insurance:	-673.15	-1.62	-812.06	-0.74

Point Foundation
Income Statement
1 Month(s) Ended
FEBRUARY 28, 1991

	Current Period Amount	Current Period %	Year To Date Amount	Year To Date %
Paid Vacation Expense	-612.00	-1.47	-714.00	-0.65
Taxes - Payroll	-1,631.29	-3.92	-3,735.67	-3.38
Office/Computer Supplies	-260.08	-0.63	-747.00	-0.68
Equip Rent/Maint/Spls	-166.50	-0.40	-607.67	-0.55
Telephone	-344.42	-0.83	-1,373.33	-1.24
Postage	-555.61	-1.34	-1,283.45	-1.16
Fax fees	0.00	0.00	-1.00	0.00
Rent + Bldg Maint:	-3,609.30	-8.68	-7,233.60	-6.55
Utilities	-290.10	-0.70	-276.00	-0.25
Legal/Profsl/Copyright	0.00	0.00	-196.35	-0.18
Interest + Penalties	-142.27	-0.34	-276.72	-0.25
Bank Service Fees	-43.71	-0.11	-75.71	-0.07
Misc Pub/Admin Expenses	0.00	0.00	-124.00	-0.11
Misc Expense	-80.57	-0.19	-545.99	-0.49
TOTAL GEN. & ADMIN. EXPENSE	15,321.18	36.85	33,204.91	30.06
CHANGE IN FUND BALANCE	-7,388.34	-17.77	16,100.46	14.58

Month Status Report
Point Foundation
Today's Date: 05/15/91

	Month Name	Status
1.	JANUARY	OPEN
2.	FEBRUARY	OPEN
3.	MARCH	OPEN
4.	APRIL	OPEN
5.	MAY	OPEN
6.	JUNE	OPEN
7.	JULY	OPEN
8.	AUGUST	OPEN
9.	SEPTEMBER	OPEN
10.	OCTOBER	OPEN
11.	NOVEMBER	OPEN
12.	DECEMBER	OPEN

Point Foundation
Income Statement
1 Month(s) Ended
FEBRUARY 28, 1991
Page 1

	Current Period Amount	%	Year To Date Amount	%
INCOME STATEMENT				
SALES & ROYALTY INCOME:				
Sales - Subscriptions	19,446.84	46.77	71,616.54	64.83
Sales - Back Issues	1,706.05	4.10	3,472.85	3.14
Sales - Mailing List	1,057.90	2.54	1,057.90	0.96
Sales - Direct Distribution	5,259.97	12.65	11,672.97	10.57
Sales - Warner (natl news)	8,302.32	19.97	8,302.32	7.52
Sales - Postcards	226.19	0.54	318.57	0.29
EWEC Income	342.20	0.82	733.90	0.66
Best of CQ Income	52.00	0.13	85.00	0.08
Signal Book Income	262.40	0.63	402.40	0.36
Fringes Income	64.00	0.15	210.00	0.19
CD-ROM Income	0.00	0.00	153.00	0.14
Ecolog income	1,140.12	2.74	3,443.75	3.12
Miscellaneous Royalties	104.17	0.25	104.17	0.09
INCOME SUBTOTAL	37,964.16	91.30	101,573.37	91.95
OTHER INCOME:				
Chronicle Income	2,200.00	5.29	4,950.00	4.48
Unclassifieds	513.00	1.23	1,611.75	1.46
Contributions	156.81	0.38	603.81	0.55
Interest Income	748.51	1.80	1,721.96	1.56
TOTAL OTHER INCOME	3,618.32	8.70	8,887.52	8.05
TOTAL REVENUE	41,582.48	100.00	110,460.89	100.00
COST OF SALES:				
Circulation Salaries	-2,046.39	-4.92	-3,965.28	-3.59
Sub Fulfillment	-4,835.40	-11.63	-4,866.72	-4.41
MacSub Fulfillment OPS	-151.00	-0.36	-151.00	-0.14
MacSub Fulfillment	-1,161.13	-2.79	-1,393.91	-1.26
MacSub Fulfillment-Salaries	-2,228.63	-5.36	-4,453.38	-4.03
Misc Circ Promo	-905.00	-2.18	-1,068.88	-0.97
Renewals	-485.47	-1.17	-2,548.60	-2.31
Billing	-309.47	-0.74	-309.47	-0.28
Credit Card Discount	-12.25	-0.03	-299.82	-0.27
Natl Newsstand (Warner)	-1,132.62	-2.72	-1,132.62	-1.03
Mailing List Fulfill	-54.76	-0.13	-438.50	-0.40
Editorial Salaries	-2,950.01	-7.09	-6,816.45	-6.17
Editorial OPS	-2,452.38	-5.90	-4,658.00	-4.22
Writers/Contributors	-5,770.00	-13.88	-6,620.00	-5.99
Misc Edit Expenses	-224.37	-0.54	-310.43	-0.28
Pre-Press	-81.75	-0.20	-500.25	-0.45
Research Salaries	-459.00	-1.10	-1,147.51	-1.04
Research Expense	-27.00	-0.06	-124.00	-0.11
Production Salaries	-1,004.07	-2.41	-8,466.02	-7.66
Outside Production Work	0.00	0.00	-580.90	-0.53
Production Supplies	-448.22	-1.08	-846.75	-0.77
Restoration Book Salaries	-3,560.45	-8.56	-4,558.15	-4.13
Restoration Book Expenses	-106.27	-0.26	-106.27	-0.10

Point Foundation
Income Statement
1 Month(s) Ended
FEBRUARY 28, 1991

	Current Period Amount	Current Period %	Year To Date Amount	Year To Date %
Buy Best of CQ's	0.00	0.00	-170.73	-0.15
Fulfill EWEC	-137.14	-0.33	-137.14	-0.12
Fulfillment-Misc	-11.55	-0.03	-11.55	-0.01
Fulfill Signal	-36.42	-0.09	-36.42	-0.03
Fulfill Fringes of Reason	-51.12	-0.12	-51.12	-0.05
Fufill Ecolog	-787.99	-1.90	-787.99	-0.71
Book promo: salaries	-51.00	-0.12	-133.88	-0.12
Chronicle Expenses	-2,168.78	-5.22	-4,463.78	-4.04
TOTAL COST OF SALES	33,649.64	80.92	61,155.52	55.36
GROSS MARGIN	7,932.84	19.08	49,305.37	44.64
GENERAL & ADMINIST. EXPENSE:				
Office Salaries	-2,212.14	-5.32	-5,221.15	-4.73
Pub/Admin Salaries	-1,000.88	-2.41	-2,033.63	-1.84
Pub/Admin Pre-Project	-782.50	-1.88	-2,114.26	-1.91
Executive Director Salary	-2,916.66	-7.01	-5,833.32	-5.28
Insurance - Workers Comp	0.00	0.00	180.74	0.16
Insurance - Other	-673.15	-1.62	-992.80	-0.90
Paid Vacation Expense	-612.00	-1.47	-714.00	-0.65
Taxes - Payroll	-1,631.29	-3.92	-3,735.67	-3.38
Office/Computer Supplies	-260.08	-0.63	-747.00	-0.68
Equip Rent/Maint/Spls	-166.50	-0.40	-607.67	-0.55
Telephone	-344.42	-0.83	-1,373.33	-1.24
Postage	-555.61	-1.34	-1,283.45	-1.16
Fax fees	0.00	0.00	-1.00	0.00
Rent + Bldg Maint:	-3,269.30	-7.86	-6,538.60	-5.92
Container Rent	-220.00	-0.53	-440.00	-0.40
Maintenance	-120.00	-0.29	-255.00	-0.23
Utilities	-290.10	-0.70	-276.00	-0.25
Legal/Profsl/Copyright	0.00	0.00	-196.35	-0.18
Interest + Penalties	-142.27	-0.34	-276.72	-0.25
Bank Service Fees	-43.71	-0.11	-75.71	-0.07
Misc Pub/Admin Expenses	0.00	0.00	-124.00	-0.11
Misc Expense	-80.57	-0.19	-545.99	-0.49
TOTAL GEN. & ADMIN. EXPENSE	15,321.18	36.85	33,204.91	30.06
CHANGE IN FUND BALANCE	-7,388.34	-17.77	16,100.46	14.58